personnel

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STATEMENT required by the Act of October 23, 1962 (Section 4369, Title 39, United States Code), showing the ownership, management, and circulation of PERSONNEL, published bimonthly in Jersey City, N. J., for October 1, 1966.

1. Date of filing: September 30, 1966. 2. Title of publication: PERSONNEL. 3. Frequency of issue: Bimonthly. 4. Location of known office of publication: 190 Baldwin Avenue, Jersey City, N. J. 07306. 5. Location of the headquarters or general business offices of the publishers: 135 West 50th Street, New York, N. Y. 10020. 6. Names and addresses of publisher, executive editor, and managing editor: Publisher, American Management Association, Inc., 135 West 50th Street, New York, N. Y. 10020; Editorial Director, Harwood F. Merrill, 135 West 50th Street, New York, N. Y. 10020; Executive Editor, Robert F. Guder, 135 West 50th Street, New York, N. Y. 10020; Managing Editor, Frances Fore, 135 West 50th Street, New York, N. Y. 10020. 7. Owner (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual, must be given): American Management Association, Inc., 135 West 50th Street, New York, N. Y. 10020; Lawrence A. Appley, President, 135 West 50th Street, New York, N. Y. 10020; Denver Baxter, Treasurer, 135 West 50th Street, New York, N. Y. 10020. 8. Known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, and other securities (if there are none, so state): None. 9. Paragraphs 7 and 8 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom that trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner. Names and addresses of individuals who are stockholders of a corporation which itself is a stockholder or holder of bonds, mortgages, or other securities of the publishing corporation have been included in paragraphs 7 and 8 when the interests of such individuals are equivalent to 1 per cent or more of the total amount of the stock or securities of the publishing corporation. 10. This item must be completed for all publications except those which do not carry advertising other than the publisher's own and which are named in Sections 132.231, 132.232, and 132.233, Postal Manual (Sections 4355a, 4355b, and 4356 of Title 39, United States Code):

	Average no. copies each issue during preceding 12 months	*Single issue nearest to filing date*
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B. Paid Circulation		
1. Sales through dealers and carriers, street vendors and counter sales	200	200
2. Mail subscriptions	46,882	48,556
C. Total paid circulation	47,082	48,756
D. Free distribution (including samples) by mail, carrier or other means..	2,570	2,125
E. Total Distribution (sum of C & D)	49,652	50,881
F. Office use, left-over, unaccounted, spoiled after printing	488	419
G. Total (sum of E & F—should equal net press run shown in A)	50,140	51,300

I certify that the statements made by me above are correct and complete.

ROBERT F. GUDER, Executive Editor